

18F Consulting

<http://18f.github.io/consulting/>

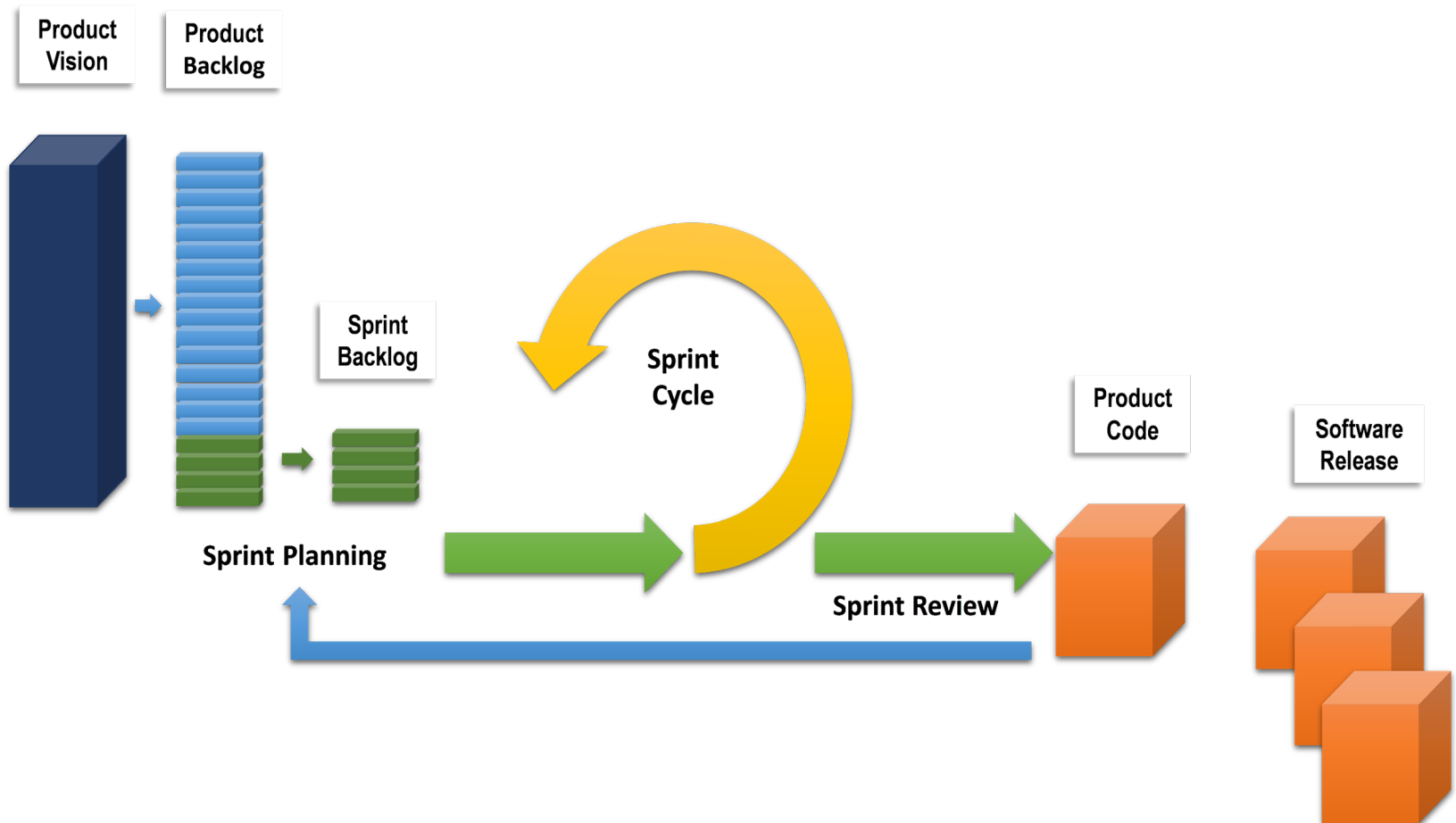
Your trusted technical advisors.

Is your IT project at risk of failing because you're not using Agile methods?

Risks of “traditional” methods (e.g., waterfall).

1. “Mega launches” lead to mushroom clouds of failure.
2. Hard to respond to changing needs and requirements.
3. Unclear project status and unknown true progress.
4. Technical and integration problems are discovered late in the project.
5. Surprise needs or problems not known until the end.
6. Customer is only involved at the end of the process during “launch.”

The Agile way.



Benefits of Agile development.

1. With continuous iteration, small failures are quickly course corrected. This leads to faster learning and more **successful outcomes**.
2. User research and usability testing happen throughout the project so the product is **tightly aligned with user needs**.
3. Agile demands continuous integration of all systems, **removing risk of technical integration failure**.
4. You have continuous, accurate **insight into actual project progress** and contractor performance.

**What's stopping you from
incorporating Agile
methods into your next
Federal acquisition?**

Some of the adoption challenges...

1. How do you **start design research/brainstorming** right at the beginning of projects, where it is most effective?
2. How do you **understand and iterate on the technical considerations** before a vendor is contracted?
3. How do you **assess the agile competency of vendors** you are considering?
4. How do you **redefine the definition of “done”** so it is instead about “continuous improvement”?
5. How do you **rewrite traditional contracts** to support Agile methodologies?

**18F Consulting offers
services to help you at
any stage of your project.**

Contracting lifecycle.

Pre-award

Acquisition Pre-Planning

Brainstorm product ideas

Run agile product idea
workshops

Quickly **prototype** and
validate ideas

User experience
considerations

Design thinking

Acquisition Planning

Scope a **product vision**
that can grow iteratively

Research which
regulations allow **agile**
contract construction

Recommend which
metrics measure success

Provide **technical**
expertise at the early
phases of a project

Contract **modularization**

Solicitation Development

API Design for RFP

Test writing for RPF

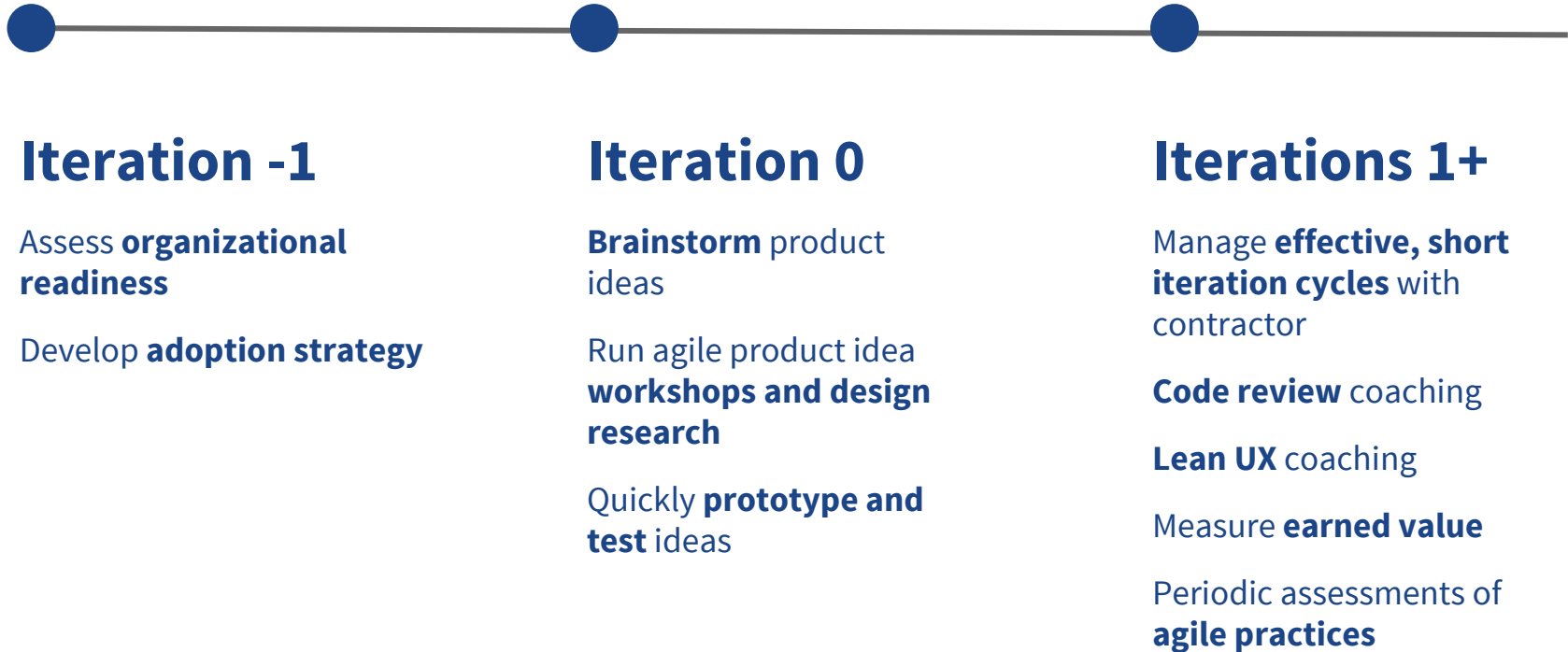
RFP ghostwriting and
review

Source Selection

Evaluate technical
abilities of vendor
prospect(s)

Project delivery lifecycle.

Post-award



Improve your project at any stage...

How do we start a project off using agile?

At project start, we frontload technical expertise to get maximum return on investment.

18F Consulting can:

- Brainstorm product, technical, design direction
- Run stakeholder workshops
- Prototype
- Direct user research
- Do contract modularization and planning

Is my current project using technical practices that reduce risks?

You have an project in place, but you are not realizing the full benefits of Agile.

18F Consulting can:

- Assure Good Technical Practices
- Recommend contract modifications
- Provide iteration management coaching

How do I introduce agile to a failing project?

Your waterfall process is failing. How can you transition mid-project to agile?

18F Consulting can:

- Move to Good Technical Practices
- Help with contract modifications
- Recommend tactical changes
- RFP Ghostwriting

The 18F Consulting Team

Leadership

Chris Cairns | Managing Director

Technology strategy, agile development, and acquisition strategy expertise. Former Presidential Innovation Fellow.

Robert L. Read, PhD | Managing Director

Technical architecture, agile development, and software team management expertise. Former Presidential Innovation Fellow.

Hillary Hartley | Deputy Executive Director of 18F

User research and experience design expertise. Former Presidential Innovation Fellow.

Other 18F Resources:

Over 50 designers, developers, and product strategists currently working inside the GSA at 18F.

About us

18F Consulting is a line of business within 18F, the Federal government's first in-house digital services agency.

We formed in response to the need to help agencies improve the success rate of their IT projects.

Let's talk

christopher.cairns@gsa.gov | 267-228-1390

GSA, 18F Headquarters, 1800 F Street, Fourth Floor "Infill Area"

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Case Study: SAM Status Tracker

SAM Status Tracker

Check registration status by typing in DUNS number.

DUNS Number Plus 4 (Optional)

Active

Your registration was activated on Apr 17, 2014. It expires on Apr 17, 2015 which is one year after you submitted it for processing.

Core Data Assertions Reps & Certs POCs Submit Processing Active

Completed Completed Completed Completed Completed Completed Completed

Prototype demonstrated specifications and potential API strategy

18F Consulting helped us define our tests explicitly upfront for the vendor. It was key to our ability to lift the project off the ground at a lower cost than expected.

Navin Vembar, Director, GSA IT Integrated Award Environment Division (PMP)

What did they need?

Integrated Award Environment (IAE) wanted to add a SAM Status Tracker to System for Award Management (SAM). They wanted to work with their existing vendor at low cost and low risk of misunderstanding.

What did we do?

- Brainstormed for 3 hours.
- Created a working prototype within 80 hours.
- Improved Existing Test Strategy in RFP
- Improved Existing API Specification in RFP
- Helped contractor better understand scope of project moving forward.

What were the results?

Provided the client a 3 to 1 cost savings over the cost of the small investment of 80 hours.

Improved communications with contractor

**Why should you consider
using 18F Consulting?**

Our value proposition.

Expertise with:

- User research and user experience design
- Agile methods and practices
- API design
- Coaching and mentoring agencies and contractors

While offering:

- Agile Contracting Services
- Agile Project Delivery Services

Helps YOU:

- Reduce the risk of adopting Agile
- Mitigate project and contract risks
- Reduce development and post-deployment costs
- Gain greater insight into contractor performance
- Increase time-to-market
- Improve value and usability of product
- Learn agile methods for future projects

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